

Message Text

UNCLASSIFIED

PAGE 01 OSLO 04127 100905Z

ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 /021 W

-----045469 100907Z /12

P 100720Z SEP 77

FM AMEMBASSY OSLO

TO SECSTATE WASHDC PRIORITY 4380

UNCLAS OSLO 4127

FOR EB/OCA

E.O. 11652: N/A

TAGS: BEXP, OTRA, NO

SUBJECT: FSL ESCORT FOR NORWEGIAN BUYERS VISIT TO US

REF: (A) STATE 212726, (B) OSLO 3804

1. EMBASSY'S REQUEST FOR PER DIEM FOR FSL OLSEN TO ACCOMPANY 18 MEMBER FOREIGN BUYER GROUP TO WESCON 77 BASED ON EMBASSY EXPERIENCE IN RECRUITING FBG'S RELATING TO COUNTRY COMMERCIAL PROGRAM CAMPAIGNS. WE HAVE FOUND THAT FSL ACCOMPANIMENT IS ESSENTIAL TO RECRUITING FIRST-TIME VISITORS TO US AND TO ATTRACTING OTHER VISITORS WHO APPRECIATE THAT EMBASSY ESCORT IS VALUABLE IN INTRODUCING THEM TO US BUSINESSMEN, BECAUSE HE IS ABLE TO GIVE UNBIASED BACKGROUND INFORMATION ON THE NORWEGIAN FIRMS, AND ON NORWEGIAN MARKET.

2. PROMOTION INCLUDED PROMISE OF ASSISTANCE IN DEVELOPING ADDITIONAL BUSINESS CONTACTS THROUGH FSL ESCORT AND DISTRICT OFFICE. SOME OF THIS WORK HAS ALREADY BEEN ARRANGED FOR SOME FBG PARTICIPANTS, BUT OTHERS WILL REQUIRE ASSISTANCE THROUGHOUT AND AFTER THE EXHIBIT AS THEY WILL BE IN US FOR FIRST TIME. THEY ARE THUS INEXPERIENCED IN DEALING WITH US COMPANIES AND RELUCTANT TO APPROACH DISTRICT OFFICE ON OWN INITIATIVE.

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3. SUCCESS ACHIEVED BY EMBASSY ESCORTS ON PREVIOUS FBG TRIPS AMPLY DOCUMENTED IN EMBASSY'S A-148 (1976), A-27, AND A-56.

4. A MAJORITY OF THE GROUP SIGNED UP FOR THIS TOUR BECAUSE OF ESCORT AND ASSISTANCE PROPOSAL FROM EMBASSY. WITHDRAWING ESCORT NOW WOULD SERIOUSLY INJURE EMBASSY CREDIBILITY AND IMPAIR FUTURE FBG

PROMOTIONS.

5. COMPLETE ITINERARY AND SCHEDULE IS AS FOLLOWS:

SEPT 17: ARRIVAL SAN FRANCISCO

19-20-21: VISIT TO WESCON ELECTRONICS EXHIBITION

22: PLANT VISITS TO INTEL CORPORATION IN SANTA CLARA, AND

AMDAHL COMPUTER CORPORATION IN SUNNYVALE FOR ENTIRE GROUP

23 AND 26: FOLLOW-UP ACTIVITIES FROM WESCON VISIT PLUS

ADDITIONAL CONTACTS ARRANGED WITH US COMPANIES BY FSL ESCORT

27: RETURN TO NORWAY.

6. REQUEST EARLIEST POSSIBLE APPROVAL. GROUP LEAVES OSLO

SATURDAY, SEPT 17.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE 212726, 77 OSLO 3804
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 10-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1318943
Secure: OPEN
Status: NATIVE
Subject: FSL ESCORT FOR NORWEGIAN BUYERS VISIT TO US
TAGS: BEXP, OTRA, NO
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/22f00d49-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009